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POTASH & PHOSPHATE INSTITUTE

QUARTERLY POTASH REPORT SUMMARY

(Short Tons K2O)

JULY-SEPTEMBER

	CANADIAN PRODUCERS			UNITED STATES PRODUCERS			TOTAL CANADIAN & U.S. PRODUCERS		
	1989	1988	Change %	1989	1988	Change %	1989	1988	Change %
Beginning Inventory	2,010,651	1,306,920	53.8%	221,730	160,093	38.5%	2,232,381	1,467,013	52.2%
(+) Production	1,402,978	1,886,960	-25.6%	416,843	373,718	11.5%	1,819,821	2,260,678	-19.5%
(-) Ending Inventory	1,729,597	1,302,555	32.8%	272,130	188,102	44.7%	2,001,727	1,490,657	34.3%
(=) Total Disappearance	1,684,032	1,891,325	-11.0%	366,443	345,709	6.0%	2,050,475	2,237,034	-8.3%
(-) Exports	716,855	969,378	-26.1%	122,380	145,165	-15.7%	839,235	1,114,543	-24.7%
(=) Disappearance-Canada & United States	967,177	921,947	4.9%	244,063	200,544	21.7%	1,211,240	1,122,491	7.9%

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
TOTAL BY U. S. AND CANADIAN PRODUCERS
(Short Tons K2O)

JULY-SEPTEMBER QUARTER, 1989 & 1988

	PRODUCTION		ENDING INVENTORY, September 30				DISAPPEARANCE	
	1989 JUL-SEP	1988	MINE SITE	OFFSITE	1989	1988	1989 JUL-SEP	1988
MURIATE								
Special Standard	63,153	41,176	30,962	12,252	43,214	30,619	48,720	78,202
Standard	547,523	710,557	394,365	152,611	546,976	391,976	592,827	660,233
Chemical	19,001	20,557	12,124	4,409	16,533	8,083	18,405	23,156
Coarse	424,495	587,358	197,942	418,211	616,153	529,664	633,706	547,327
Granular	549,689	687,475	329,971	239,659	569,630	388,000	579,461	734,004
Soluble	140,542	155,726	59,630	75,162	134,792	93,328	128,118	153,465
Sulphates	75,418	57,829	56,364	18,065	74,429	48,987	49,238	40,647
TOTAL:	1,819,821	2,260,678	1,081,358	920,369	2,001,727	1,490,657	2,050,475	2,237,034

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		JULY-SEPTEMBER	
	1989 JUL-SEP	1988	1989 JUL-SEP	1988	1989 JUL-SEP	1988	1989 JUL-SEP	1988	1989	1988
MURIATE										
Special Std	30	13	47,694	56,413	-	-	-	-	47,724	56,426
Standard	45,786	43,361	495,390	571,899	61,079	67,402	4,461	1,399	606,716	684,061
Chemical	-	-	-	-	17,158	17,696	1,300	457	18,458	18,153
Coarse	554,132	469,440	81,047	98,266	-	-	-	-	635,179	567,706
Granular	389,911	378,396	150,375	302,941	-	-	-	-	540,286	681,337
Soluble	67,942	66,520	16,532	34,300	29,317	26,221	21,285	24,546	135,076	151,587
Sulphates	26,511	23,407	21,107	24,322	1,642	1,917	44	-	49,304	49,646
TOTAL:	1,084,312	981,137	812,145	1,088,141	109,196	113,236	27,090	26,402	2,032,743	2,208,916

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY CANADIAN PRODUCERS
(Short Tons K2O)

JULY-SEPTEMBER QUARTER, 1989 & 1988

	PRODUCTION		ENDING INVENTORY, September 30				DISAPPEARANCE	
	1989	JUL-SEP 1988	MINE SITE	OFFSITE	1989	1988	1989	JUL-SEP 1988
MURIATE								
Special Standard	63,153	41,176	30,962	12,252	43,214	30,619	48,720	78,202
Standard	429,354	607,795	307,634	150,896	458,530	319,475	485,773	568,491
Chemical	17,006	17,939	11,356	4,409	15,765	7,044	15,672	20,797
Coarse	383,116	545,718	175,319	418,211	593,530	513,097	598,638	516,169
Granular	379,098	531,234	258,932	233,598	492,530	346,951	412,039	560,852
Soluble	131,251	143,098	50,866	75,162	126,028	85,369	123,190	146,814
TOTAL:	1,402,978	1,886,960	835,069	894,528	1,729,597	1,302,555	1,684,032	1,891,325

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		JULY-SEPTEMBER	
	1989	JUL-SEP 1988	1989	JUL-SEP 1988	1989	JUL-SEP 1988	1989	JUL-SEP 1988	1989	1988
MURIATE										
Special Std	30	13	47,694	56,413	-	-	-	-	47,724	56,426
Standard	21,616	19,072	450,409	540,881	31,721	38,182	-	(12)	503,746	598,123
Chemical	-	-	-	-	14,792	16,239	932	436	15,724	16,675
Coarse	537,839	452,913	63,916	84,650	-	-	-	-	601,755	537,563
Granular	259,283	277,549	116,087	228,381	-	-	-	-	375,370	505,930
Soluble	64,122	62,951	16,532	34,247	28,206	23,429	21,285	24,382	130,145	145,009
TOTAL:	882,890	812,498	694,638	944,572	74,719	77,850	22,217	24,806	1,674,464	1,859,726

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

JULY-SEPTEMBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	27	3,526	38,826	0	42,379
Brazil	28,559	44,370	44,329	0	117,258
Chile	22,200	0	0	0	22,200
China	124,308	0	10,051	0	134,359
Colombia	0	0	5,629	0	5,629
Denmark	20,995	0	0	0	20,995
India	107,648	0	0	0	107,648
Indonesia	31,949	0	0	0	31,949
Jamaica	0	0	2,208	0	2,208
Japan	47,175	4,579	11,356	16,532	79,642
Korea	18,784	0	0	0	18,784
Malaysia	31,133	0	0	0	31,133
New Zealand	5,283	10,350	3,688	0	19,321
Nigeria	6,614	0	0	0	6,614
Philippines	3,363	0	0	0	3,363
Puerto Rico	0	1,091	0	0	1,091
Sri Lanka	9,352	0	0	0	9,352
Switzerland	33,616	0	0	0	33,616
Taiwan	7,097	0	0	0	7,097
TOTAL AG:	498,103	63,916	116,087	16,532	694,638
NON-AGRICULTURAL					
Japan	468	-	-	21,285	21,753
Korea	263	-	-	0	263
Taiwan	151	-	-	0	151
United Kingdom	50	-	-	0	50
TOTAL NON-AG:	932	-	-	21,285	22,217
TOTAL EXPORTS	**499,035**	**63,916**	**116,087**	**37,817**	**716,855**

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY U. S. PRODUCERS
(Short Tons K2O)

JULY-SEPTEMBER QUARTER, 1989 & 1988

	PRODUCTION		ENDING INVENTORY, September 30				DISAPPEARANCE	
	1989 JUL-SEP	1988	MINE SITE	OFFSITE	1989	1988	1989 JUL-SEP	1988
MURIATE								
Standard	118,169	102,762	86,731	1,715	88,446	72,501	107,054	91,742
Chemical	1,995	2,618	768	-	768	1,039	2,733	2,359
Coarse	41,379	41,640	22,623	-	22,623	16,567	35,068	31,158
Granular	170,591	156,241	71,039	6,061	77,100	41,049	167,422	173,152
Soluble	9,291	12,628	8,764	-	8,764	7,959	4,928	6,651
Sulphates	75,418	57,829	56,364	18,065	74,429	48,987	49,238	40,647
TOTAL:	416,843	373,718	246,289	25,841	272,130	188,102	366,443	345,709

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		JULY-SEPTEMBER	
	1989 JUL-SEP	1988	1989 JUL-SEP	1988	1989 JUL-SEP	1988	1989 JUL-SEP	1988	1989	1988
MURIATE										
Standard	24,170	24,289	44,981	31,018	29,358	29,220	4,461	1,411	102,970	85,938
Chemical	-	-	-	-	2,366	1,457	368	21	2,734	1,478
Coarse	16,293	16,527	17,131	13,616	-	-	-	-	33,424	30,143
Granular	130,628	100,847	34,288	74,560	-	-	-	-	164,916	175,407
Soluble	3,820	3,569	-	53	1,111	2,792	-	164	4,931	6,578
Sulphates	26,511	23,407	21,107	24,322	1,642	1,917	44	-	49,304	49,646
TOTAL:	201,422	168,639	117,507	143,569	34,477	35,386	4,873	1,596	358,279	349,190

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE

QUARTERLY EXPORT SALES - U.S. PRODUCERS - (Short Tons K2O)

JULY-SEPTEMBER, 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	1,067	1,375	0	778	3,220
Australia	0	0	0	0	868	868
Belize	0	0	529	0	0	529
Brazil	1,993	11,196	22,726	0	598	36,513
Chile	1,455	0	0	0	2,425	3,880
Colombia	6,538	4,201	0	0	0	10,739
Costa Rica	5,989	667	2,909	0	1,607	11,172
Dom. Republic	3,701	0	4,930	0	750	9,381
Ecuador	1,323	0	0	0	0	1,323
French Guiana	297	0	0	0	0	297
Honduras	0	0	0	0	485	485
Japan	5,548	0	1,000	0	5,797	12,345
Mexico	18,137	0	0	0	3,716	21,853
New Zealand	0	0	0	0	198	198
Panama	0	0	819	0	100	919
Peru	0	0	0	0	2,794	2,794
Puerto Rico	0	0	0	0	22	22
Thailand	0	0	0	0	969	969
TOTAL AG:	44,981	17,131	34,288	0	21,107	117,507
NON-AGRICULTURAL						
Argentina	20	-	-	0	0	20
Japan	12	-	-	0	0	12
Mexico	1,154	-	-	0	44	1,198
Puerto Rico	4	-	-	0	0	4
Sweden	332	-	-	0	0	332
(A) OTHER COUNTRIES	3,307	-	-	0	0	3,307
TOTAL NON-AG:	4,829	-	-	0	44	4,873
TOTAL EXPORTS	**49,810**	**17,131**	**34,288**	**0**	**21,151**	**122,380**

(A) 3,307 tons to Dominican Republic.